Persistent

Investor Briefing on Acquisition of Data Glove

February 2022

Forward-looking and Cautionary Statements

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, our revenues highly dependent on customers located in the United States, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, concentration of major operations of the Company in one city, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders.

The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

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Persistent Participants

Sandeep Kalra

CEO and Executive Director

Sunil Sapre

Executive Director and Chief Financial Officer

Nitha Puthran

SVP, Cloud, Infrastructure & Security

Saurabh Dwivedi

Head of Investor Relations

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We are Persistent.

A trusted **Digital Engineering** and **Enterprise Modernization** partner.

$796.4M
Annualized revenue run rate based on Q3FY22

$701.1M
TTM Revenue

+29.8% YoY

₹6,272M
TTM PAT

+58.1% YoY

16,989
Employees*

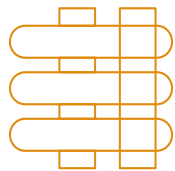**+36.6%** YoY

$5.0B
Market cap**

+223.3% YoY

Our M&A strategy

Tuck in acquisitions

Capture
High growth markets

Bolster
Existing capabilities

Expand
Geographic / Vertical footprint

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Our strategy is tightly aligned to our clients' cloud transformation journeys

Data Center

On Premise /
Colo Data Centers

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Our strategy is tightly aligned to our clients' cloud transformation journeys

Data Center

On Premise /
Colo Data Centers

Private Cloud

Virtualized

Persistent

Our strategy is tightly aligned to our clients' cloud transformation journeys

Data Center

On Premise/
Colo Data Centers

Private Cloud

Virtualized

Hybrid Cloud

Virtualized
IaaS
Federation

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On Premise /
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Private Cloud
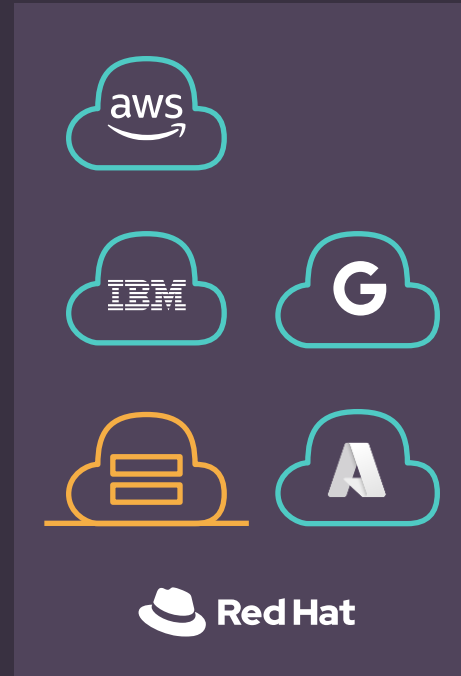
Virtualized

Hybrid Cloud

Virtualized
IaaS
Federation

Multiple Clouds

Virtualized
IaaS
Federation
PaaS

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Our strategy is tightly aligned to our clients' cloud transformation journeys

Data Center

On Premise /
Colo Data Centers

Private Cloud

Virtualized

Hybrid Cloud

Virtualized
IaaS
Federation

Multiple Clouds

Virtualized
IaaS
Federation
PaaS

Hybrid Multi-Cloud

Virtualized / Bare Metal
IaaS
Federation
PaaS
Containerized
Cloud Native

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…and accelerating with hyperscaler's verticalized solutions

CXO/ Business Heads

Healthcare | Payer, Provider, Lifesciences

\ Continuous Patient Monitoring

\ Clinical analytics

\ Genomics

\ Resilient Supply Chains

BFSI | Banking, Insurance, Mortgages

\ Personalized banking

\ Modernized Payments

\ Fraud Detection

\ Insurance Systems on Cloud

SaaS

PaaS

IaaS

CIO/CTO

| AI/ML | Analytics | IoT | Mixed Reality | Security | HPC | API |

Hybrid Cloud Infrastructure and Modern Workplace Productivity Tools

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This shift is driving significant growth across all cloud players…

IBM Cloud
20%
Revenue Growth

Azure
46%
Revenue Growth

AWS
37%
Revenue Growth

Google Cloud
45%
Revenue Growth

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This shift is driving significant growth across all cloud players…

And we have been investing to capture this market opportunity.

IBM Cloud

20%

Revenue Growth
(Hybrid Cloud)

Azure

46%

Revenue Growth

AWS
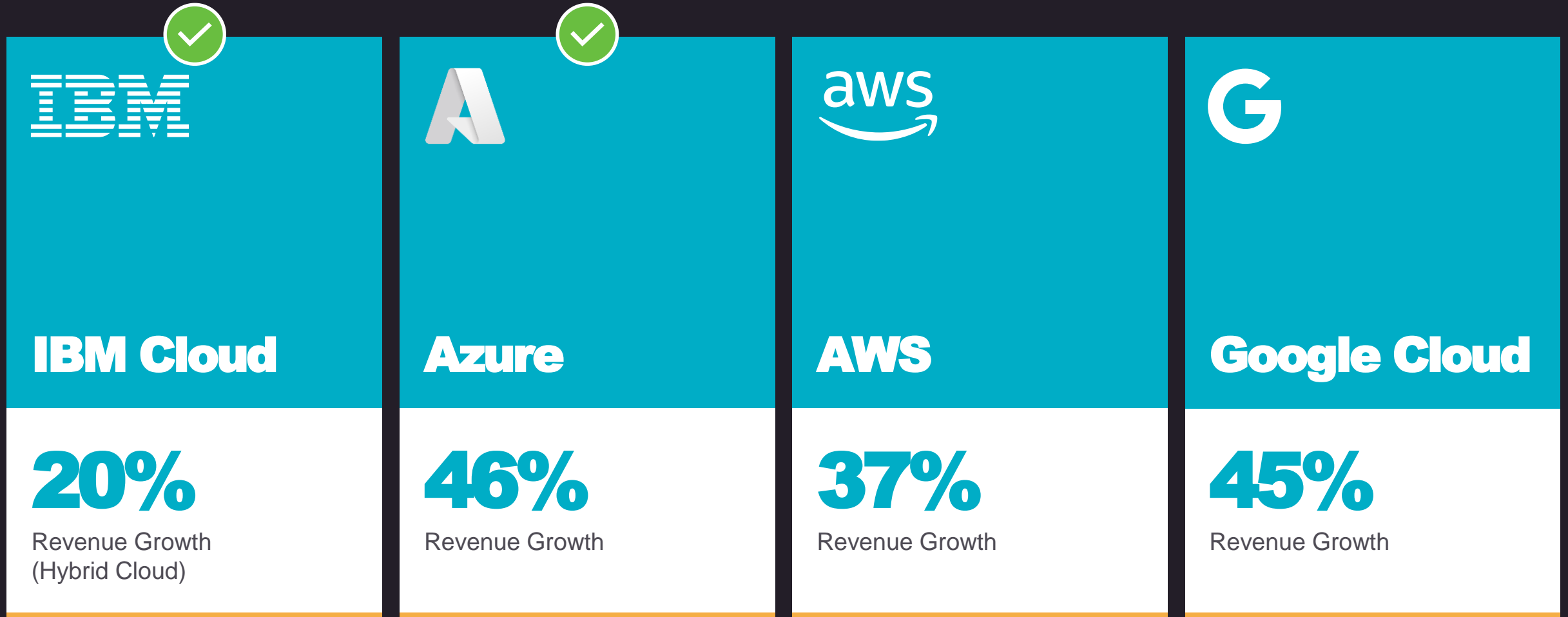
37%

Revenue Growth

Google Cloud

45%

Revenue Growth

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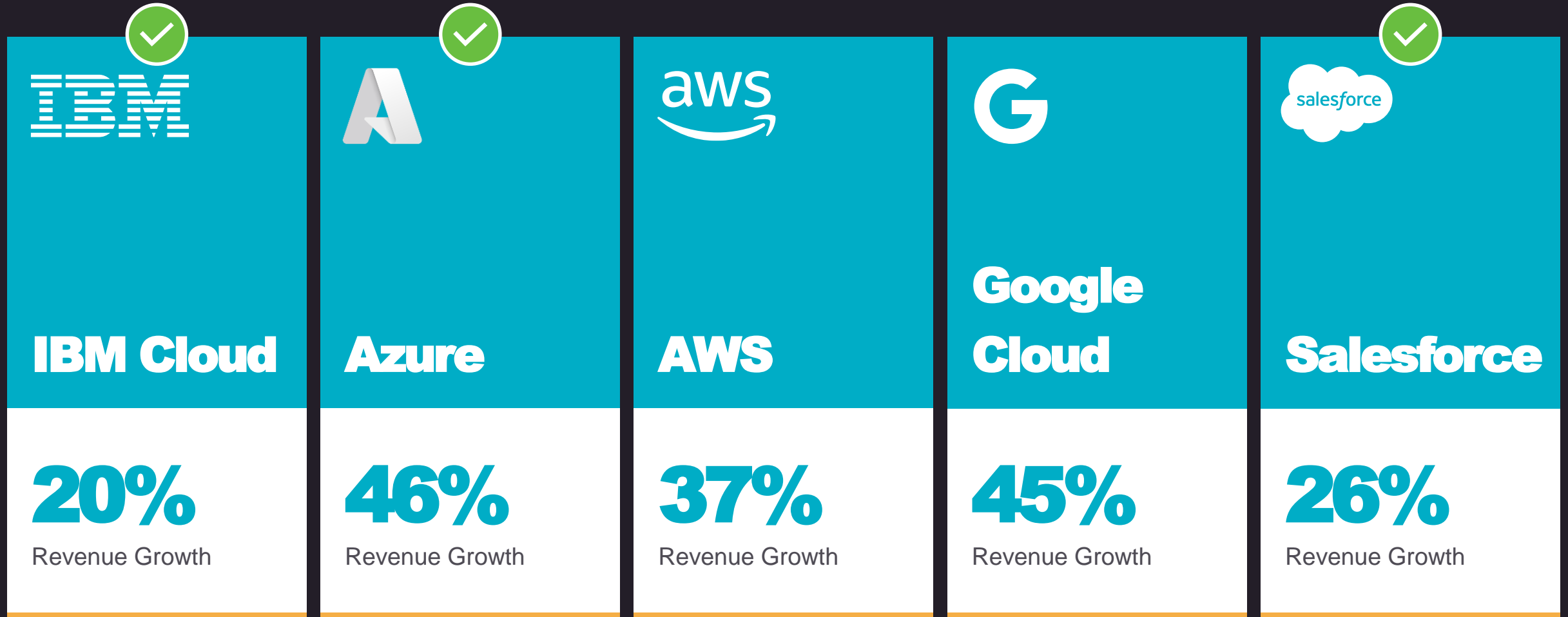
This shift is driving significant growth across all cloud players…

And we have been investing to capture this market opportunity.

IBM Cloud	Azure	AWS	Google Cloud	Salesforce
20%	**46%**	**37%**	**45%**	**26%**
Revenue Growth	Revenue Growth	Revenue Growth	Revenue Growth	Revenue Growth

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Announcing an Acquisition

DATA GLOVE

Established in 2010, Data Glove specializes in digital transformation using Microsoft technologies

Expertise	\ Application and Data Modernization, Cloud Advisory Services, Business Application Innovation, Modern Work, Intelligent Automation
Revenue	\ $48.96M for Trailing Twelve Months ended December 2021 \ 84.66% of revenue from cloud transformation projects \ Premier consulting services partner to Microsoft Consulting delivering cutting edge cloud transformation programs
Client Base	\ Global clients across: Americas, Europe, India and Australia \ Global clients across verticals: Software & High Tech, BFSI, and Public Sector \ 100+ cloud transformation engagements \ 90% of revenue driven from clients with a relationship of 5+ years
Employees	\ 700+ employees \ 33% of workforce across Americas (Including 75 employees in Costa Rica) \ Global right-shoring delivery model, including Costa Rica as a nearshore delivery center coupled with off-shore centers in Bengaluru, Hyderabad and Noida

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Strategic Rationale

Accelerate and deepen Microsoft partnership

\ **Launch Microsoft business unit** to accelerate joint go-to-market, enhancing sales, delivery, marketing, and overall partnership footprint

\ **Strengthen Azure competencies** and enable higher Azure consumption as Microsoft Gold, OCP & CSP partner

\ **Bolster our Vertical / Industry capabilities** within Microsoft's entire portfolio and ecosystem

Create value with new and expanded offerings

\ **Enhance Industry and Service lines current offering** line-up with Azure cloud consulting, Azure-enabled modernization, and Microsoft business applications and modern workplace solutions

\ **Expand value proposition** in AI / ML and advanced computer vision in Persistent verticals and solution areas

\ **Augment existing portfolio of IP and accelerators** as part of Persistent's Cloud Automation Stack

Expand geographic footprint and talent pool

\ **Introduce nearshore delivery location in Costa Rica** with 70+ engineers, architects and consultants to offer increased 24x7 support capacity

\ **Develop the current base of 700+ multi-discipline software engineering talent** with Persistent Learning and Development

\ **Leverage new locations**, relationships in Noida and Hyderabad to meet increasing talent needs

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Partner and analyst reactions

Businesses and governments are seeking reliable technology partners to help them navigate the rapid digital proliferation. By establishing a business unit focusing on Microsoft Azure, Persistent builds on our longstanding relationship to develop competencies and solutions to serve customers with their Azure and Microsoft technology needs.

Anant Maheshwari
President, Microsoft India

With this acquisition and the announcement of a newly formed Microsoft business unit, Persistent continues to further its leadership position in enterprise IT transformation. Persistent's expertise in Digital Engineering, combined with Data Glove's experience in Microsoft technologies, will help meet the client's modernization requirements, as well as address different buying centers across CEO, CIO, Line of Business's resulting in new opportunities for Persistent.

Pari Natarajan
CEO

The acceleration of digital adoption during the pandemic has led to increased demand for cloud and workplace solutions. Persistent's acquisition of Data Glove and the launch of a new Microsoft business unit will help capture market share by taking advantage of the growing Azure and Microsoft-led opportunities. Microsoft-related implementation services is one of the highest spending growth segments of the global implementation services market, in particular, in the areas of cloud, analytics, and CRM.

Ali Zaidi
Research Vice President

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Welcoming the Leadership of Data Glove

Rajiv Korpal
Executive Vice President
Global Sales & Services

Global sales and delivery leader with partner management and strategy experience.

Prior: Microsoft / NY Life / Guardian

LinkedIn

Rahul Bajaj
Executive Vice President
Global Revenue & New Growth Initiatives

Two decades of industry experience across global operations and services.

Prior: HSBC / Barnes & Noble / IBM

LinkedIn

Steven Laino
SVP Global Sales

20+ years cloud infrastructure experience.

Prior: CSFB / NY Life / Guardian

LinkedIn

Pritam Parvatkar
SVP Global Strategy

25+ years experience in digital transformation and business development.

Prior: Tech Mahindra / TATA Teleservices

LinkedIn

David Driftmier
SVP Business Applications

Accomplished business development & new-markets growth executive with 25-year career at Microsoft.

Prior: Microsoft

LinkedIn

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DATA GLOVE

Transaction summary and financials

Total purchase consideration for Data Glove is **US$90.5M**

$50.2M upfront and the balance in earnouts / retention

Based on TTM Dec 2021 revenues of $48.96M, the total purchase consideration implies an EV / revenue **multiple of 1.95x**

Expected impact in FY23 of **75 bps at EBIT level**

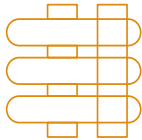Persistent

Announcing the new Microsoft business unit

Capability Summary

30+	OCP & CSP	8	250+	50+	100,000+
Years of Experience	Partner Program	Gold & Silver Competencies	Microsoft & Azure Certifications	Assets and Accelerators	Workloads Migrated

Offerings (Across Industry Verticals)
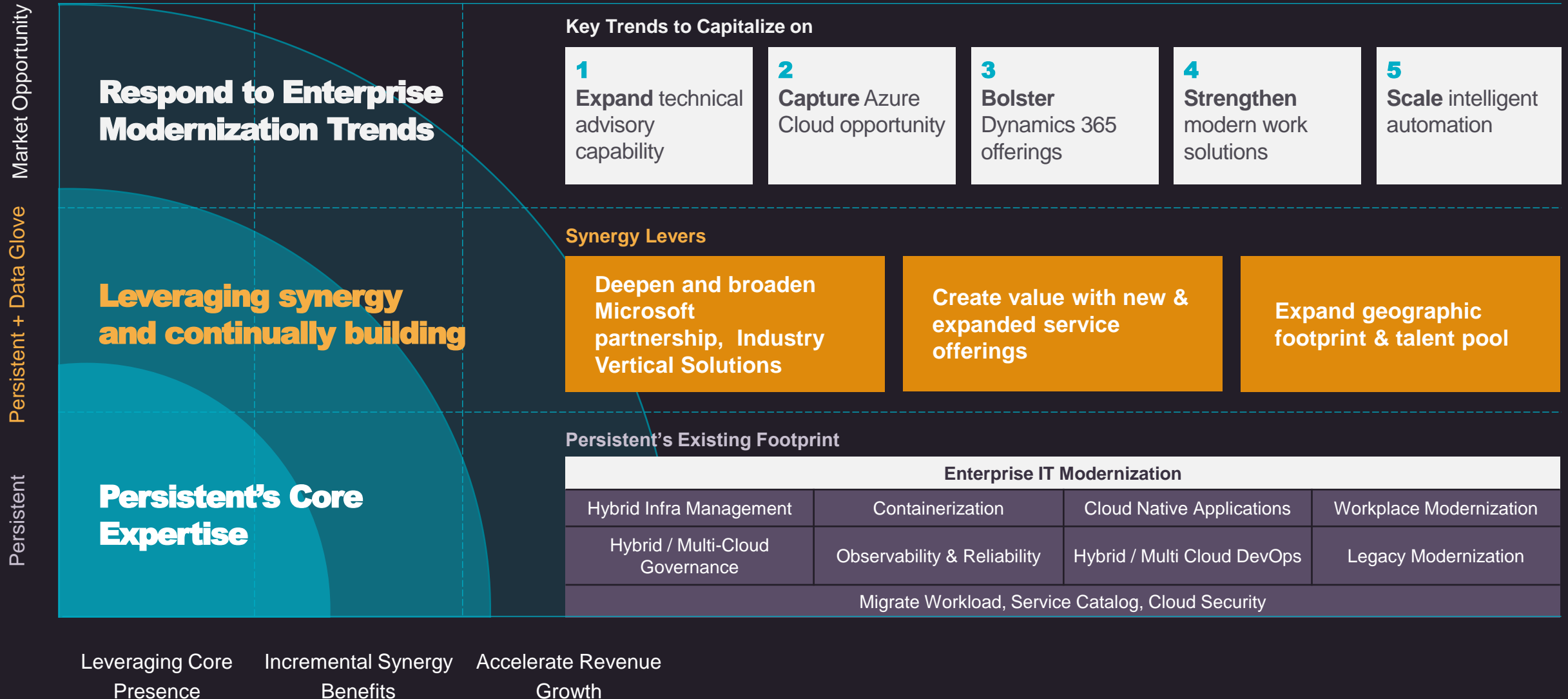
Azure Cloud and Infrastructure Transformation	Digital and Application Innovation	Cloud and Enterprise Security	Data and AI	Intelligent Business Applications	Modern Workplace Services

Focus Areas

Capture	Bolster	Expand
High growth cloud market	Existing capabilities	Geographic/Vertical footprint

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Synergies to accelerate market momentum

Market Opportunity

Respond to Enterprise Modernization Trends

Key Trends to Capitalize on

1	2	3	4	5
Expand technical advisory capability	**Capture** Azure Cloud opportunity	**Bolster** Dynamics 365 offerings	**Strengthen** modern work solutions	**Scale** intelligent automation

Persistent + Data Glove

Leveraging synergy and continually building

Synergy Levers

Deepen and broaden Microsoft partnership, Industry Vertical Solutions	Create value with new & expanded service offerings	Expand geographic footprint & talent pool

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Persistent's Core Expertise

Persistent's Existing Footprint

Enterprise IT Modernization			
Hybrid Infra Management	Containerization	Cloud Native Applications	Workplace Modernization
Hybrid / Multi-Cloud Governance	Observability & Reliability	Hybrid / Multi Cloud DevOps	Legacy Modernization
Migrate Workload, Service Catalog, Cloud Security			

Leveraging Core Presence   Incremental Synergy Benefits   Accelerate Revenue Growth

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Data Glove Representative Engagements

Revenue growth with new sales channel for one of the largest American Insurance Companies

Design digital process workflow and new sales channel for annuity products to enhance CX, despite the complexity of integration and technical debt

\ Revenue growth from new sales channel with enhanced CX

\ Straight-through processing (STP) on Azure with bespoke integration-as-a-service

Achieve enterprise-wide, cloud-first strategy for a leading North American Telco

Accelerate a cloud-first strategy to deliver cost optimization and business agility through automation and flexible engagement models

\ Accelerate transformation with pre-build cloud migration IP and solutions

\ Future proof with containers, serverless, and microservices

Assist Federal Health Inspection Agency to enhance quality of life for families through Azure & D365

Discover insights to improve program benefits for women, children, and infants from big data. Enhance CX and ensure effective program management

\ Enhance citizen experience, operations, and management

\ Manage environment for maximum uptime and lower cost of operations

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Thank you!

www.persistent.com